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Dear Lindsey:

Please see the responses to the three items requested for the sole source criteria that detail the unique solutions Pulsara provides.

Sole Source Criteria and Required Documentation

Vendor Letter

The vendor must create a letter (on letterhead) detailing all three of the following:

1. The product or services being purchased must perform a function for which no other product or source of services exist – what is the unique functionality of this product?

Pulsara is a mobile and browser-based telehealth and communication platform that connects teams across organizations. What makes Pulsara unique is its ability to enable dynamic networked communications for any patient event. With Pulsara, clinicians can add a new organization, team, or individual to any encounter, dynamically scaling the care team even as the patient condition and location are constantly evolving.

No other communications product allows clinicians to dynamically add clinicians from different organizations for time sensitive emergencies. In addition, Pulsara can be used for prehospital, in hospital (intra-facility) and between hospitals (inter-facility) communications.

2. What are the specific business objectives that can be met only through the unique product or services – why does UMMC need the specific unique functionality?

Pulsara is the only solution of its kind that offers the following features collectively within the same platform:

- EMS to Hospital Communication (synchronous and asynchronous)





- Team Alerting and Communication within Hospitals for non-EMS patients (ED, inpatient, and outpatient)
- Inter-organizational Communication including LIVE Video Telehealth
- Direct LIVE Video Telehealth between patients and clinical staff for both EMS and Hospitals
- Integration with the ZOLL and Philips Tempus Pro cardiac monitor/defibrillator used by EMS for ECG transmission from the field
- Integration with neuro-imaging software
- The ability to be rapidly deployed and scaled using any smart device for pandemics, natural disasters, and other surge events.
- Same platform can be used for time-sensitive emergencies such as STEMI, Stroke, Cardiac Arrest, Trauma, Sepsis - as well as - as well as routine transfers and specialized services.

3. The product or services must be available only from the manufacturer and NOT through resellers who could submit competitive pricing for the product or services – does the vendor allow resellers/can anyone else give a quote for this item?

No. Pulsara does not work with resellers.

If there are any other questions I can answer, please let me know.

Regards,

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Regional VP of Sales

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